

NET DIFFERENCE REPORT AS OF 1-7-95 *

2045368773

DISTRIBUTOR	RANK	NET DIFFERENCE LAST QUARTER	NET DIFFERENCE QUARTER TO DATE	NET DIFFERENCE WEEK 33223	NET DIFFERENCE WEEK 24-Dec-94	NET DIFFERENCE WEEK 31-Dec-94	NET DIFFERENCE WEEK 7-Jan-95	4 WEEK NET DIFFERENCE AVERAGE	INBOUND AVERAGE	OUTBOUND AVERAGE	AVE NET DIF / AVE OUTBOUND	LOADING INDICATOR	COUNT
TOTAL DISTRIBUTORS		310.39	-217.22	-213.42	727.19	-101.36	-217.22	35.38	3,401.74	3,366.36	0.01	0.10	
TOTAL DISTRIBUTORS LESS MCLANE		2,113.15	-445.80	22.39	872.29	-75.21	-445.80	80.00	2,858.73	2,778.73	0.03	0.17	
McLane - Southwest	1	-249.47	34.31	-22.84	-7.75	0.57	34.31	1.07	94.39	93.32	0.01	0.07	38
McLane - Southern	1	-97.36	13.69	-12.47	-7.45	4.07	13.69	-0.54	25.08	25.62	-0.02	-0.06	38
McLane - Mid-Atlantic	1	-138.26	19.14	-15.98	-7.66	10.14	19.14	1.41	38.67	37.26	0.04	0.11	38
McLane - So California	1	-116.89	29.33	-23.77	-14.34	-3.79	29.33	-3.14	35.55	38.69	-0.08	-0.18	38
McLane - Suneast	1	-244.56	19.81	-19.29	-8.75	-4.17	19.81	-3.10	71.06	74.17	-0.04	-0.24	38
McLane - Western	1	-207.29	23.86	-26.74	-17.44	-1.54	23.86	-5.47	46.15	51.61	-0.11	-0.31	38
McLane - Midwest	1	-256.36	16.95	-31.49	3.80	-12.34	16.95	-5.77	63.93	69.70	-0.08	-0.36	38
McLane - High Plains Div	1	-72.51	2.59	-4.74	-3.81	1.15	2.59	-1.20	16.81	18.01	-0.07	-0.39	38
McLane - Southeast	1	-207.25	42.01	-36.40	-31.92	1.39	42.01	-6.23	64.85	71.08	-0.09	-0.22	38
McLane - Pacific Division	1	-76.36	7.69	-1.95	-2.63	-0.53	7.69	0.65	15.42	14.77	0.04	0.20	38
McLane - Sunwest	1	-24.91	-20.02	-20.72	-22.64	-25.20	-20.02	-22.14	0.80	22.95	-0.96	-1.00	38
McLane - Northeast	1	-73.32	28.56	-19.58	-23.56	5.11	28.56	-2.37	45.42	47.79	-0.05	-0.12	38
McLane - Northwest	1	-38.23	10.68	0.16	-0.95	-1.02	10.68	2.22	24.89	22.67	0.10	0.69	38
	1	-1,802.76	226.58	-235.81	-145.10	-26.15	226.58	-44.62	543.01	587.63	-0.08	-0.24	
The Eli Witt Company (#866)	2	5.46	-0.85	-0.42	3.08	0.08	-0.85	0.47	21.84	21.37	0.02	0.43	37
The Eli Witt Company (#232)	2	-0.97	0.45	-3.08	-0.73	-0.94	0.45	-1.07	10.02	11.09	-0.10	-0.83	38
The Eli Witt Company - Memph	2	-1.39	-1.90	0.50	2.35	0.12	-1.90	0.27	11.06	10.80	0.02	0.22	38
The Eli Witt Company - Canton	2	3.08	-2.64	2.24	-5.53	3.47	-2.64	-0.62	11.89	12.51	-0.05	-0.18	38
The Eli Witt Company - Virgini	2	1.32	-1.11	-1.86	-0.04	-0.67	-1.11	-0.92	11.44	12.36	-0.07	-1.00	38
The Eli Witt Company - Mid-A	2	-3.92	2.57	-0.15	-1.15	-0.86	2.57	0.10	13.01	12.91	0.01	0.09	35
The Eli Witt Company (#722)	2	12.04	0.55	4.68	-0.74	3.28	0.55	1.94	18.01	16.07	0.12	0.84	36
The Eli Witt Company (#788)	2	0.90	-0.25	-0.61	-0.56	0.50	-0.25	-0.23	7.02	7.25	-0.03	-0.48	38
The Eli Witt Company (#264)	2	-0.83	0.23	-0.29	0.96	-0.53	0.23	0.09	5.34	5.25	0.02	0.19	38
The Eli Witt Company (#120)	2	1.47	-0.97	-0.22	0.16	-0.37	-0.97	-0.35	3.31	3.65	-0.10	-0.81	38
The Eli Witt Company (#389)	2	2.96	-2.18	1.68	-2.88	-0.32	-2.18	-0.93	8.59	9.51	-0.10	-0.52	38
The Eli Witt Company (#136)	2	4.18	-1.60	4.77	-0.87	0.55	-1.60	0.71	10.66	9.95	0.07	0.37	38
The Eli Witt Company (#764)	2	10.61	-8.73	-7.37	7.62	2.82	-8.73	-1.42	28.15	29.56	-0.05	-0.21	38
	2	34.80	-16.43	-0.13	1.66	7.13	-16.43	-1.94	160.34	162.28	-0.01	-0.08	
Eby Brown - Aurora	3	151.26	-24.90	6.44	81.66	-2.60	-24.90	15.15	39.71	24.56	0.62	0.52	38
Eby Brown - Ypsilanti	3	299.11	-16.54	7.71	250.80	-1.79	-16.54	60.05	83.22	23.17	2.59	0.87	37
Eby Brown - Ohio	3	322.22	-29.60	20.51	121.19	-8.41	-29.60	25.92	53.62	27.69	0.94	0.58	38
Eby Brown - Indiana	3	69.26	-17.23	3.44	64.18	-7.05	-17.23	10.84	28.89	18.06	0.60	0.47	38
Eby Brown - Elgin	3	70.50	-20.38	0.10	52.05	-0.42	-20.38	7.84	29.82	21.98	0.36	0.43	38
Eby Brown - Galesburg	3	16.28	-6.76	0.96	11.36	1.74	-6.76	1.83	8.73	6.91	0.26	0.35	38
Eby Brown - McHenry	3	56.95	-12.38	2.57	40.86	-5.10	-12.38	6.49	19.95	13.46	0.48	0.43	38
	3	985.59	-127.78	41.73	622.11	-23.63	-127.78	128.11	263.94	135.83	0.94	0.63	
Coremark - Corona	4	25.34	-5.32	-9.59	0.85	-4.16	-5.32	-4.56	24.99	29.54	-0.15	-0.91	38
Coremark - Bakersfield	4	-1.55	-0.96	0.75	-2.55	0.35	-0.96	-0.60	7.88	8.48	-0.07	-0.52	38
Coremark - Vernon	4	1.35	-2.75	1.94	0.17	-12.92	-2.75	-3.39	26.92	30.31	-0.11	-0.76	38
Coremark - Las Vegas	4	13.12	-6.67	-1.16	-3.02	2.09	-6.67	-2.19	9.42	11.61	-0.19	-0.68	38

* ALL VOLUME IN MILLIONS OF STICKS

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NEW NET DIF RPT WK38.XLS
CREATED 1/17/95 AT 11:00 AM